

# Trade World UTAH

October/November 2003

## Calendar of Events



### Published by:

Salt Lake City Export Assistance Center  
324 South State Street, Suite 221  
Salt Lake City, UT 84111  
Phone: (801) 524-5116  
Fax: (801) 524-5886  
[salt.lake.city.office.box@mail.doc.gov](mailto:salt.lake.city.office.box@mail.doc.gov)



[www.usatrade.gov](http://www.usatrade.gov)

### In Cooperation With:

State of Utah International Business Development Office  
Division of Business & Economic Development  
Department of Community & Economic Development  
324 South State Street, Suite 500  
Salt Lake City, UT 84111  
Phone: (801) 538-8738  
Fax: (801) 538-8889



[utahtrade.com](http://utahtrade.com)

*The U.S. Government and the State of Utah do not endorse any product, service, or company herein and assumes no responsibility for the accuracy of this data or for the outcome of any business transaction resulting from publication.*

**November 18**  
9:00 a.m.- 12:30 p.m.

#### Topics:

**Cost:**  
**RSVP:**

**Small Business Development Conference**  
**Presented by: Congressman Chris Cannon, Small Business Association, & U.S. Department of Commerce**  
E Center, West Valley City, UT

Including addresses from Congressman Chris Cannon and Deputy Assistant to the President and Director of Intergovernmental Affairs, Ruben Barrales, the conference will cover issues such as how to obtain counseling and training for your business, how to obtain funding for your business, how to use government contracting, and how the U.S. Government can help you sell your products overseas.

Free of charge.  
To Dee Dee Rose at 1-800-571-2971 or [deedee.rose@mail.house.gov](mailto:deedee.rose@mail.house.gov).

\*\*\*\*\***Mark Your Calendar!**\*\*\*\*\*

**March 25, 2004**

#### Essentials of Export Controls

This is an intensive, one-day program, covering the key information you need to know to comply with the Export Administration Regulations (EAR), including developing an understanding of: the Commerce Control List, product classification, the boycotted/embargoed countries list, and the denied parties/entities list. Professionals from the Bureau of Industry and Security (BIS) will cover the major elements of the U.S. export control system for commercial exports. This fast-paced program is ideal for those with busy schedules, and is a MUST for all exporters, including marketing and traffic managers, freight forwarders, export management companies, international attorneys, and those individuals dealing with the sale of high technology.

**Time & Location:**

**Cost:** TBA  
\$150

**Registration/More Info.:** Please contact the Salt Lake Export Assistance Center at 801/524-5116 or the BIS at [www.bis.doc.gov](http://www.bis.doc.gov).

#### Seeking a Strategic Partnership with Japanese Corporations?

Present your company to top Japanese venture capital and corporate investors. Approximately 20 of the leading Japanese venture capital firms and technology corporations from Silicon Valley and Japan will converge in Dallas, Texas on February 24th for an exclusive gathering in which they will evaluate the most promising information technology and communications ventures from the United States.

If your company is seeking a strategic partnership with Japanese corporations, please submit an executive summary (5 pages max.) to Capital Network Events at [techforum@cnevents.com](mailto:techforum@cnevents.com) prior to the application deadline of January 9, 2004.

#### RECOMMENDED COMPONENTS OF FIVE-PAGE EXECUTIVE SUMMARY:

- \*Company Overview
- \*Description of Product or Service
- \*Description of Addressable Market and Marketing Members
- \*Five-year Pro Forma Financial Projections

**For more information, visit: [www.cnevents.com](http://www.cnevents.com)**

---

## Trade Resources

---

### Private Sector Financing from the International Finance Corporation (IFC)

In 2002, The IFC invested \$3.6 billion in 206 projects in developing countries around the world. The IFC partners with a range of co-investors, including private sector corporations, commercial banks, institutional investors, and export credit agencies such as the U.S. Export Import Bank and the U.S. Overseas Private Investment Corporation. The United States is a shareholder nation of the World Bank Group, and as such, American companies can take advantage of the financing services of the IFC. The mission of the IFC is to promote sustainable private sector investment in developing countries to reduce poverty and improve people's lives. The IFC is the largest provider of loans and equity in the emerging markets with an emphasis on achieving sustainability for its investments. Projects must comply with social and environmental standards and provide long-standing benefits.

**Eligible Investments:** IFC projects range across many industry sectors, including financial services; infrastructure, including communication technologies, power, water and sewerage, and transportation; oil, gas and mining; food and agribusiness; social services, including private health care and education; chemicals and petrochemicals; and hotels and tourism. To receive funding, private sector sponsors must present business plans and be prepared to invest their own capital. Projects must be technically and financially viable, economically competitive, beneficial to the local population, and environmentally and socially sound.

**Products and Services:** The IFC provides long-term finance products, including loans in circumstances where project sponsors or other financiers are not prepared to take risks alone. Products and services include Loans and financial intermediation services, equity and quasi-equity, guarantees, syndicated loans, underwriting services, private placements, equity funds as well as risk management products.

**Contact:** Companies interested in seeking financing from the International Finance Corporation (IFC) should contact the IFC's Business Development Section at Tel. 202-473-1000 or visit their website at [www.ifc.org](http://www.ifc.org). You may also contact Bill Crawford, Director, Business Liaison, U.S. Executive Director's Office at Tel. 202-458-0120 or e-mail [WCrawford@worldbank.org](mailto:WCrawford@worldbank.org).

---

## Trade Resources

---

### Guidance on Completing the Shipper's Export Declaration (SED) Is Just a Click Away!

The Shipper's Export Declaration (SED) is a U.S. Government form (7525-V) used by the U.S. Census Bureau to compile trade statistics and to help prevent illegal exports. The Census Bureau has an online tutorial "Correct Way to Complete the Shipper's Export Declaration Form 7525-V", designed to address issues such as "when is an SED required or not required", "how long should I retain shipping documents", as well as a step-by-step explanation of each of the SED's 31 sections and how to complete them.

#### Here are some quick facts on the SED to get you started:

- The SED must be filled out for any shipment valued at \$2,500 or above (If the shipment is valued at over \$2,500 but is made up of various commodities falling under several Schedule B numbers none of which is valued at \$2,500 or higher, no SED is required.)
- The SED is required for any shipment to particular countries, such as Cuba, Libya, and North Korea, and for any shipment requiring a validated export license.
- An SED is required for shipments to Puerto Rico, the U.S. Virgin Islands and the former Pacific Trust Territories even though they are not considered exports (unless each Schedule B item is under \$2,500).
- **Shipments to Canada do not require an SED.** (Shipments to third countries passing through Canada do need an SED.)

For more information on filling out the SED, go to the Census Bureau's website at: <http://www.census.gov/foreign-trade/www/> or the U.S. Department of Commerce's website at: <http://www.export.gov/sed.html>. Please also call the Salt Lake City U.S. Export Assistance Center at 801/524-5116.

---

## Trade Events

---

### **REBUILD IRAQ 2004**

19 - 23 January 2004

Kuwait International Fair Grounds  
Mishref, Kuwait

Rebuild Iraq 2004 connects international suppliers with the decision makers overseeing the rebuilding of Iraq. On January 19-23, 2004, the "REBUILD IRAQ 2004" trade show will be held in Kuwait, at the International Fair Grounds. The following sectors have been identified as offering the best prospects for companies interested in the Iraqi market:

- BUILDING & CONSTRUCTION
- OIL & GAS
- MUNICIPAL SERVICES & SECURITY
- HOSPITALS & HEALTH
- IT & COMMUNICATIONS
- EDUCATION & SCHOOLS
- AGRICULTURAL INDUSTRY
- FOOD AND CONSUMER GOODS

For additional information, please visit the Rebuild Iraq website at: [www.rebuild-iraq-expo.com](http://www.rebuild-iraq-expo.com) or e-mail the event organizers at [info@rebuild-iraq-expo.com](mailto:info@rebuild-iraq-expo.com).

~~~~~

### **24<sup>TH</sup> ANNUAL INTERNATIONAL IRRIGATION SHOW**

November 18-20, 2003

San Diego Convention Center  
San Diego, CA

The Irrigation Association received certification from the U.S. Dept. of Commerce as an International Buyer Program meaning that Commercial Specialists from all over the world will be leading delegations to the show. The show covers agriculture, turf grass, landscape, and golf course irrigation equipment and services, as well as, water management, water features and landscape lighting. For additional information, visit the show website at [www.irrigation.org/ia\\_show.htm](http://www.irrigation.org/ia_show.htm) or call Mark Wells at 202-482-0904 or by e-mail at [mark.wells@mail.doc.gov](mailto:mark.wells@mail.doc.gov).

~~~~~

### **POLLUTEC 2003**

December 2-5, 2003

Paris, France

POLLUTEC 2003 is the 19<sup>th</sup> International Exhibition of Environment Equipment, Technologies and Services taking place in Paris-Nord Villepinte, France on December 2-5, 2003. The show will focus on water, waste water, air, waste, recycling, energy and renewable energy sources, measurement, industrial risks and risk management, and coastal protection. Event activities will include matchmaking and trade lead generation, a press conference, and business-to-business networking with key groups and associations. If interested in attending, contact Everett Wakai, Commercial Specialist, American Embassy Paris, at [everett.wakai@mail.doc.gov](mailto:everett.wakai@mail.doc.gov) or Dave Fiscus at the Salt Lake City USEAC, [David.Fiscus@mail.doc.gov](mailto:David.Fiscus@mail.doc.gov).

~~~~~

### **CeBIT 2004**

March 18-24.2003

Hannover, Germany

CeBIT is the world's largest and most influential international information and communications technology trade show. Nowhere else in the world, in just one week, can a U.S. company reach over 700,000 industry professionals, including 139,000 distributors, representing 100 countries. The U.S. Department is offering numerous cost-effective marketing options at CeBIT this year, including exhibitor packages, an on-site catalog option, and the popular Corporate Executive Office (CEO) program. Companies interested in CeBIT 2004 should contact Dave Fiscus at [David.Fiscus@mail.doc.gov](mailto:David.Fiscus@mail.doc.gov) or 801/524-5116.

### **New Web Site Available for Small Business Owners Doing Business Overseas**

The Small Business Administration (SBA) recently launched a new website to assist small businesses seeking to tap international markets. The new website at <http://www.AssessYourInternationalRisk.org> is designed to provide small businesses with information that will help them determine what insurable exposures they may encounter in doing business overseas. These can range from credit and liability risks with unknown customers to workers' compensation laws, which can vary widely. The site, will help entrepreneurs in creating an environment where they can gain the knowledge to expand and protect their business on an international scale. The Web site features a convenient ask-the-expert option where small business owners can ask questions about the risks in doing business overseas. Log-on today!

### **SLC Export Assistance Center Unveils New Website!**

The Salt Lake City Export Assistance Center (EAC) recently launched its new website, designed to assist Utah exporters with various aspects of the exporting process. The site includes news and events in the Rocky Mountain Region, upcoming trade events, a list of "exporting frequently asked questions," links to international trade and finance resources, and information on internship opportunities at the EAC. Check out our new site, today at: <http://www.buyusa.gov/rockymountain/utah>



U.S. Department of Commerce  
Salt Lake Export Assistance Center  
324 S. State Street, Suite 221  
Salt Lake City, UT 84111

Penalty for Private Use, \$300

FIRST-CLASS MAIL  
POSTAGE & FEES PAID  
ITA/DOC  
PERMIT NO. G54

If you do not wish to continue receiving this newsletter, please check this box and return this page.

Change of address? Please correct this page and return it to us.